



UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

# FORM X-17A-5 PART III

OMB APPROVAL

OMB Number: 3235-0123

Expires: January 31, 2007 Estimated average burden

hours per response..... 12.00

SEC FILE NUMBER

8- 24260

## **FACING PAGE**

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING	01/01/07	AND ENDING	12/31/07	
	MM/DD/YY		MM/DD/YY	
A. REGIS	TRANT IDENTIFI	CATION		
NAME OF BROKER-DEALER: North Stat	r Investment Serv	vices, Inc.	OFFICIAL USE ONLY	
ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.)			FIRM I.D. NO.	
20 North Wacker Drive, Su	ite 1416			
	(No. and Street)			
Chicago,	IL	6	0606	
(City)	(State)	(2	Lip Code)	
NAME AND TELEPHONE NUMBER OF PERS Peter G. Contos	ON TO CONTACT IN	REGARD TO THIS REP	ORT (312) 580-0909	
			(Area Code - Telephone Number)	
B. ACCOU	NTANT IDENTIFI	CATION	SEC Iviail Processing	
INDEPENDENT PUBLIC ACCOUNTANT who	se opinion is contained i	n this Report*	FEB 2 9 2008	
Dunleavy & Company, P.C.			Machinetos Bo	
· (Na	me – if individual, state last, j	îrst, middle name)	Washington, DC 111	
13116 South Western Avenue,	Blue Island,	Illinois 60406		
(Address)	(City)	(State)	(Zip Code)	
CHECK ONE:		PROCESSED		
Certified Public Accountant		<b>12</b> M	AR 2 1 2008	
☐ Public Accountant		( )	( )	
Accountant not resident in United States or any of its possessions.			THOMSON FINANCIAL	
FO	R OFFICIAL USE O	NLY		

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

SEC 1410 (06-02)

AB 3/20

## OATH OR AFFIRMATION

I, Peter G. Contos	, swear (or affirm) that, to the best of
my knowledge and belief the accompanying financial	statement and supporting schedules pertaining to the firm of
North Star Investment Services,	Inc, as
of December 31.	20 07 , are true and correct. I further swear (or affirm) that
	cipal officer or director has any proprietary interest in any account
classified solely as that of a customer, except as follow	
	NONE
	$\Omega$
·	
	Le Land Boll (1)
	du Simon
	Signature
	Treasurer
	Title
Many Lune Konowsky 3	STED TO THE TOTAL PROPERTY OF THE TOTAL PROP
Notary Public	MARY ANNE LAZOWSKI S OFFICIAL MY COMMISSION EXPIRES
Notary Public	SEAL S APRIL 4, 2010
This report ** contains (check all applicable boxes);	······································
(a) Facing Page.	•
(b) Statement of Financial Condition.	
区 (c) Statement of Income (Loss). 区 (d) Statement of 知識技術工程等的過程	K Cash Flows.
(a) Statement of Changes in Stockholders' Equit	y or Partners' or Sole Proprietors' Capital.
(f) Statement of Changes in Liabilities Subordin	ated to Claims of Creditors.
(g) Computation of Net Capital.	
(b) Computation for Determination of Reserve R	Lequirements Pursuant to Rule 15c3-3.
(i) Information Relating to the Possession or Co	anation of the Computation of Net Capital Under Rule 15c3-3 and the
(j) A Reconciliation, including appropriate expl	we Requirements Under Exhibit A of Rule 15c3-3.
(k) A Reconciliation between the audited and un	audited Statements of Financial Condition with respect to methods of
consolidation.	
(I) An Oath or Affirmation.	
(m) A copy of the SIPC Supplemental Report.	ما المعادية على المعادية المعا
(n) A report describing any material inadequacies	found to exist or found to have existed since the date of the previous audit
**For conditions of confidential treatment of certain	portions of this filing, see section 240.17a-5(e)(3).
a ar agreement of any array are a constant and a constant are a constant and a constant are constant are a constant are a constant are a constant are a cons	• · · · · · · · · · · · · · · · · · · ·

SEC Miall Processing Section

FEB 29 2008

Washington, DC 111

NORTH STAR INVESTMENT SERVICES, INC.

STATEMENT OF FINANCIAL CONDITION AND INDEPENDENT AUDITORS' REPORT

**DECEMBER 31, 2007** 

## **DUNLEAVY & COMPANY, P.C.**

CERTIFIED PUBLIC ACCOUNTANTS 13116 SOUTH WESTERN AVENUE BLUE ISLAND, ILLINOIS 60406

(708) 489-1680

Fax: (708) 489-1717

## INDEPENDENT AUDITORS' REPORT

Board of Directors
North Star Investment Services, Inc.

We have audited the accompanying statement of financial condition of North Star Investment Services, Inc. as of December 31, 2007 that you are filing pursuant to rule 17a-5 under the Securities and Exchange Act of 1934. This financial statement is the responsibility of the Company's management. Our responsibility is to express an opinion on this financial statement based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to attain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the statement of financial condition referred to above presents fairly, in all material respects, the financial position of North Star Investment Services, Inc. as of December 31, 2007, in conformity with accounting principles generally accepted in the United States of America.

DUNLEAVY & COMPANY, P. C.

Certified Public Accountants

Blue Island, Illinois January 25, 2008

## STATEMENT OF FINANCIAL CONDITION

## **DECEMBER 31, 2007**

## **ASSETS**

Cash and cash equivalents Receivable from broker/dealers Leasehold improvements, office furniture	\$ 390,422 16,326
and equipment at cost, net of \$11,715 accumulated depreciation	5,328
Other assets	55,292
TOTAL ASSETS	\$ 467,368
LIABILITIES AND SHAREHOLDERS' EQUITY	
LIABILITIES	
Accounts payable, accrued expenses	
and other liabilities	\$ 16,293
SHAREHOLDERS' EQUITY	
Common stock, \$1 par value; authorized	
50,000 shares; issued 14,871 shares;	
outstanding 14,302 shares	\$ 14,871
Additional paid in capital	681,255
Retained earnings (deficit)	(144,854)
Less 569 shares in treasury, at cost	(100,197)
Total Shareholders' Equity	\$ 451,075
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	<u>\$ 467,368</u>

The accompanying notes are an integral part of this financial statement.

## NOTES TO FINANCIAL STATEMENTS

## YEAR ENDED DECEMBER 31, 2007

#### NOTE 1 - SIGNIFICANT ACCOUNTING POLICIES

Organization - The Company, a wholly-owned subsidiary of North Star Financial Services Corp., was incorporated in the state of Michigan on September 7, 1979. The Company is registered with the Securities and Exchange Commission and is a member of the Financial Industry Regulatory Authority (FINRA), formerly known as the National Association of Securities Dealers, Inc. (NASD). The Company's principal business activity is the sale of securities.

Securities Transactions - Commission revenue and related expense arising from securities transactions are recorded on a trade date basis, which is the same business day as the transaction date.

Securities - Marketable securities are valued at market value and securities not readily marketable are valued at fair value as determined by the Board of Directors. The resulting difference between cost and market value (or fair value) is included in income.

Depreciation - Depreciation of furniture and equipment is provided for using the straight-line method over a five year period. Depreciation of leasehold improvements is provided for using the straight-line method over a ten year period.

Cash Equivalents - Cash equivalents are defined as certificates of deposit and U.S. government obligations with an original maturity date, when acquired by the Company, of less than 90 days, and those securities registered under the Investment Company Act of 1940 which are comprised of cash and other short-term debt instruments and are commonly referred to as "money market funds."

Concentration of Risk - The Company's cash is on deposit at one financial institution and the balance at times exceeds the federally insured limit. Due to the strong credit rating of this financial institution, the Company believes it is not exposed to any significant credit risk to cash.

Estimates - The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclo-

#### NOTES TO FINANCIAL STATEMENTS

#### YEAR ENDED DECEMBER 31, 2007

## NOTE 1 - SIGNIFICANT ACCOUNTING POLICIES - (Continued)

sure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### **NOTE 2 - RELATED PARTIES**

As previously mentioned, the Company is wholly-owned by North Star Financial Services Corp. (NSFSC). Through common ownership and management the Company is also affiliated with North Star Investment Management Corp. (NSIMC), (a registered investment advisor).

Effective July 1, 2005, the Company entered into an agreement with NSIMC, whereby the Company will provide office space, administrative services and other overhead and operating services to NSIMC. In consideration for these services NSIMC will pay the Company \$14,300 per month. This agreement is automatically renewable for successive one year terms. Under the terms of this agreement NSIMC paid the Company \$181,731. These payments reduced occupancy and equipment rental, other compensation, communications expense and other expense on the statement of income.

During the year ended December 31, 2007, the Company paid \$46,864 to NSFSC for equipment rental.

## NOTE 3 - NET CAPITAL REQUIREMENTS

As a registered broker/dealer and member of the Financial Industry Regulatory Authority, the Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule (rule 15c3-1), which requires the maintenance of minimum net capital and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 1500%. At December 31, 2007 the Company's net capital and required net capital were \$386,454 and \$50,000 respectively. The ratio of aggregate indebtedness to net capital was 4%.

## NOTES TO FINANCIAL STATEMENTS

## YEAR ENDED DECEMBER 31, 2007

#### **NOTE 4 - RETIREMENT PLAN**

The Company has a deferred compensation and profit sharing plan commonly called a 401(k) plan. The Company's contribution to this plan for the year ended December 31, 2007 was \$0.

## NOTE 5 - OFF BALANCE SHEET RISK AND CLEARING AGREEMENTS

The Company enters into various transactions involving derivatives and other off-balance sheet financial instruments. These financial instruments include exchange-traded options, to-be-announced securities (TBAs) and securities purchased and sold on a when-issued basis (when-issued securities). These derivative financial instruments are used to meet the needs of customers.

In addition, the Company's customers may sell securities that they do not currently own and will therefore be obligated to purchase such securities at a future date.

Since the Company enters into the foregoing transactions involving derivatives and other off-balance sheet financial instruments solely for the benefit of its customers, the Company does not bear any of the credit or market risk of those customers, with the exception of the risk to the Company should its customers fail to honor their obligations related to the foregoing derivatives and other off-balance sheet financial instruments, as mentioned below.

In order to facilitate securities transactions, including the aforementioned transactions, the Company entered into an agreement with another broker/dealer (Primary Introducing Broker/dealer – or PIBD) whereby the PIBD will introduce securities transactions to its own Clearing Broker/dealer that have been introduced to the PIBD by the Company. According to this two-tiered process, the customer name and other information is fully disclosed to PIBD's Clearing Broker/dealer. In addition, the processing and, if applicable, any financing pertaining to the introduced securities transactions is performed by PIBD's Clearing Broker/dealer. The customer account is therefore maintained and recorded in the books and records of the PIBD's Clearing Broker/dealer on the Company's behalf.

## **NOTES TO FINANCIAL STATEMENTS**

## YEAR ENDED DECEMBER 31, 2007

## NOTE 5 - OFF-BALANCE SHEET RISK AND CLEARING AGREEMENTS - (Continued)

In consideration for introducing customers to the PIBD and the Clearing Broker/dealer, the Company receives commissions and other consideration, less the processing and other charges of the PIBD and its Clearing Broker/dealer. As part of the terms of the agreement between the Company and PIBD and its Clearing Broker/dealer, the Company is held responsible for any losses arising when the customers introduced by the Company to the PIBD or its Clearing Broker/dealer fail to meet their contractual commitments pertaining to the purchase, sale and possible financing of securities transactions and other financial instruments. The Company may therefore be exposed to off-balance-sheet risk in the event the customer is unable to fulfill its contracted obligations and it is necessary for the PIBD or Clearing Broker/dealer to purchase or sell the securities or other financial instruments at a loss. The Company's exposure to risk would consist of the amount of the loss realized and any additional expenses incurred pertaining to the transaction or other customer activity.

Under the terms of this agreement with the PIBD, the Company is restricted from obtaining services similar to that in the agreement with the PIBD without prior written consent from the PIBD's Clearing Broker/dealer.

## NOTE 6 - COMMITMENT

Lease Commitment - Minimum annual rentals under a noncancellable lease for office space, expiring June 30, 2010, exclusive of additional payments which may be required for certain increases in operating and maintenance costs, are as follows:

Year Ending December 31,	<u>Amount</u>	
2008	\$	90,499
2009		92,489
2010		46,741
Total	\$	229,729

Office rent expense for this lease for the year was \$114,552.

## NOTES TO FINANCIAL STATEMENTS

## YEAR ENDED DECEMBER 31, 2007

#### NOTE 7 - STOCK APPRECIATION RIGHTS

The Company has issued 70 stock appreciation rights shares (SARS) each to two of its registered representatives. These SARS represent the difference between the Company's book value per share on the December 31 prior to the issuance of the SARS and the book value per share on the registered representative's future termination of employment date (including death or disability). Any increase in value would be paid in cash within 30 days of termination. The SARS does not represent any ownership interest in the Company. To date there has been a decline in book value since the issuance of the SARS.

